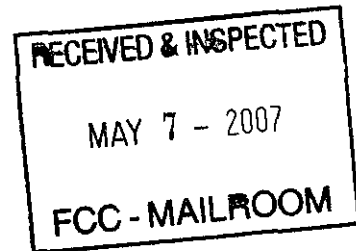


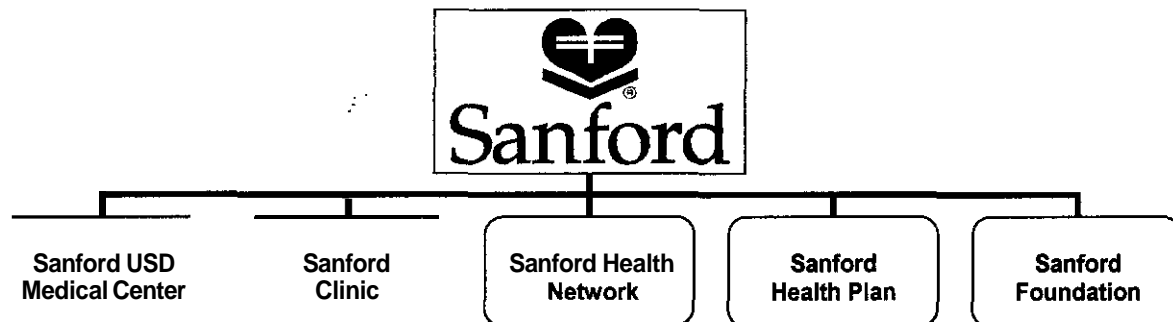
**Sanford Health Collaboration and Communication Channel (SC3)
Rural Health Care Pilot Program Application**

Submitted by:

Sanford Health
Telehealth and Telemedicine
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I. ORGANIZATION THAT WILL BE LEGALLY AND FINANCIALLY RESPONSIBLE FOR THE CONDUCT OF ACTIVITIES SUPPORTED BY THE FUND.



Sanford Health

Sanford Health (formerly Sioux Valley Hospitals and Health System) has endeavored to create a truly integrated comprehensive health system that delivers on its mission: ***Dedicated to the work of healing.*** The System includes Sanford Hospital University of South Dakota (USD) Medical Center, Sanford Clinic, Sanford Network Health Services, Sanford Health Plan and Sanford Foundation. Sanford has united the best physicians to create a healthcare system of more than 150 healthcare facilities including 120 clinics and **24** hospitals that **serve** communities in South Dakota, Minnesota, Iowa and Nebraska.

A fundamental tenet of Sanford Health's integrated model of healthcare delivery is doctors and hospitals working together to provide excellence in patient care. At the heart of Sanford Health's philosophy is the belief that healthcare is community and needs to be delivered as close to home as possible, providing the highest quality of care, safety, and convenience for its patients, the communities, and the region.

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Sanford Health SC³ Project 1

Sanford USD Medical Center is the largest medical facility in the region providing a variety of healthcare services. Sanford **USD Medical Center** has Centers of Excellence in the following areas: Heart & Vascular, Children's, Cancer, Neuroscience, Trauma, Orthopedics, and Women's. As a comprehensive medical center, Sanford also offers a variety of healthcare services including stroke, neonatal intensive care, air transport, family health, transplant, sports medicine and wellness.

Sanford Clinic is a physician-driven organization that is built on a strong foundation of primary care and specialty services whose physicians work together as a comprehensive team covering over 60 different specialties in areas such as cardiology, orthopedics, pediatrics, vascular medicine, and many more. With over 340 physicians and more than 120 clinic locations, Sanford Clinic is able to deliver the finest care available in the Upper Midwest.

Sanford Health Network is a comprehensive network of community-based healthcare organizations and 23 rural hospitals in western Minnesota, South Dakota, northwestern Iowa, and northern Nebraska. More than 40 rural communities are served through Sanford Health Network.

Needs

Sanford Health is at a pivot point in history. A philanthropic gift dedicated to research, education, and children's health is transforming our organization from Sioux Valley Hospitals and Health System to Sanford Health – a regional healthcare leader. As we make this transition, we recognize the need to build an infrastructure for unified communication by building “bridges” in the form of broadband networks that enable communication and collaboration with other healthcare and educational entities. In addition, Sanford Health is developing a health literacy curriculum for elementary schools, Health Explorations, through a grant awarded by the Wellmark Foundation. Broadband connections that link us to schools in our region will help facilitate this project.

This proposal seeks funding to develop and implement a unified, regional communication network that will advance collaborative efforts to maximize patient care, research, and education—to further our vision: *to improve the human condition*. Sanford Communication and Collaboration Channel (SC3) will provide the infrastructure for Sanford Health to be a central link to state and regional broadband networks and support the challenge of maintaining consistently high network performance. Successful completion of this project equates to over 87,000 square miles of broadband network dedicated to healthcare in four states.

Tax Exempt Status

Sanford Health (Sioux Valley Hospitals and Health System) is a tax-exempt 501(c)(3) organization. An IRS determination letter is included in the Appendix, item A, page 13.

Accreditation and Licensing

The Joint Commission on Accreditation of Health Care Organizations (JCAHO) accredits Sanford USD Medical Center. In October 2005, the Hospital received an Evidence of Standards Compliance from JCAHO (Appendix 5). The Hospital has the only Commission on Accreditation of Air Medical Services (CAAMS) accredited flight program in the state of South Dakota. Sanford Health is certified as an Associate Member of the National Association of

Children's Hospitals and Related Institutions (NACHRI). In 2006, Sanford USD Medical Center was granted accreditation by the American Association of Blood Banks (AABB). Accreditation, which is voluntary, follows an intensive on-site assessment by specially trained AABB assessors and establishes that the level of medical, technical, and administrative performance within the facility meets or exceeds the standards set by AABB. Sanford Health is specifically recognized for performance in transfusion activities and donor center activities.

The Sanford Clinic – Breast Health Institute is accredited by the American College of Radiology and certified by the Food and Drug Administration. Additionally, the American Registry of Radiology Technology certifies mammography technologists.

2. IDENTIFY THE GOALS AND OBJECTIVES OF THE PROPOSED NETWORK

Goal:

Sanford Health will create a broadband network, Sanford Communication and Collaboration Channel (SC³), to facilitate telehealth and telemedicine applications for excellence and efficiency in patient care, education, and research.

Objectives:

- 1. SC³ will assure that IP addressing scheme and routing tables are configured to allow bi-directional traffic flow.**
 - 1.1 During Month 1 of project, Project Director will schedule a network meeting with partner IT departments to establish accurate network configuration and quality of service.
 - 1.2 During Month 1 of project, Project Director will facilitate collaboration between partner IT engineers and telecommunications carriers to assure infrastructure compatibility.
- 2. SC³ will initiate build-out of infrastructure to bridge communication among partners.**
 - 2.1 During Months 1 and 2 of project, Project Director will validate equipment and infrastructure designs to assure that project complies with most current equipment specifications and requirements.
 - 2.2 During Months 1 and 2 of project, Project Director will order lines and infrastructure from telecommunication companies (Qwest, SDN, Onvoy).
 - 2.3 During Months 1 and 2 of project, Project Director will place equipment order with vendors.
 - 2.4 During Months 1 and 2 of project, Project Director will **oversee** equipment installation.
- 3. SC³ will identify process and procedures for collaborative network.**
 - 3.1 During Month 1 and 2 of project, Project Director will facilitate scheduling and utilization agreements for telehealth applications with each partner.
- 4. SC³ will evaluate network utilization of communication channel.**
 - 4.1 Project Director will compile monthly data on network traffic utilization.
 - 4.2 Project Director will compile monthly data on network traffic errors.
 - 4.3 Project Director will disseminate usage and network traffic reports.

3. ESTIMATE THE NETWORKS TOTAL COSTS FOR EACH YEAR

Total cost for year one of SC³ advance telecommunications project is estimated to be \$875,085. This estimate includes:

\$ 83,215 - infrastructure
\$791,870 - purchase of advance telecommunication network equipment

Infrastructure cost estimates reflect a build-out of the Sanford Network to bridge partners through a point-to-point dedicated connection. Multiple telecommunication vendors have been intentionally selected to insure the most cost-effective efficient network.

This project will enable Sanford Health to move to a segmented approach, and implement a full routed access solution. We will implement (EIGRP) routing protocol. Enabling 4 core series switches and 2 distribution layer switches will move us to a routed access solution. We will be able to have a full routed Local Area Network / Wide Area Network to uplink multiple buildings and remote locations. Applications utilizing the integrated solution will be able to become load balanced across each link to make the network more efficient, and in effect, increase network resiliency and redundancy. Appendix item C, page 15, presents a diagram of Core advanced telecommunications equipment.

4. DESCRIBE HOW FOR-PROFIT NETWORK PARTICIPANTS WILL PAY THEIR FAIR SHARE OF THE NETWORK COSTS

The initial phase of this project does not include for-profit network members. Once the SC³ network is in place, negotiated agreements will allow for-profit networks to collaborate with the SC³ network. Telecommunication costs by for-profit participants will be the responsibility of the for-profit entity.

5. IDENTIFY THE SOURCE OF FINANCIAL SUPPORT AND ANTICIPATED REVENUES THAT WILL PAY FOR COSTS NOT COVERED BY THE FUND

Dollars from Sanford Health IT Department and Sanford Telehealth and Telemedicine Department Capital/Operational cost centers will support the matching funds requirement for this project. As a non-profit healthcare organization, we do not anticipate revenue from this project. In the future, potential revenue streams will be explored to offset telecommunication service fees.

6. LIST THE HEALTH CARE FACILITIES THAT WILL BE INCLUDED IN THE NETWORK

Applicant Organization:

Sanford Health — 24 Hospitals and 120 Clinics associated with Sanford Health. A map of coverage area is in Appendix, item D, page 16.

Applicant Partners:

- Aberdeen Area Indian Health Services — Bridge to Aberdeen, South Dakota to connect Sanford Health with Indian Health Services: 9 hospitals, 8 health centers, 2 school health stations, and several satellite clinics in our region. (Note: Letters of support for development of telemedicine program initiated by Indian Health Services are being submitted to FCC by Aberdeen Area Indian Health Services.)
- DDN (Dakota Digital Network)—Bridge to Pierre, South Dakota to connect Sanford Health with all educational institutions in South Dakota for health and educational programming. See Appendix item X, page x for complete listing.
- Horizon Healthcare Inc./Dakota Network of Community Health Centers— Bridge to Howard, South Dakota to connect Sanford Health with 10 rural community health centers in South Dakota. See Appendix item X, page x for complete listing of site locations. (Note: In addition, this connection will facilitate connectivity to the other 24 members that comprise the Dakota Network of Community Health Centers.)
- ICN/IHA (Iowa Communications Network and Iowa Hospital Association) — Bridge to Orange City Hospital will connect Sanford Health SC³ to Iowa Communications Network, facilitating a connection to Administrative Services at the Iowa Hospital Association as well as all educational institutions in Iowa. See Appendix item X, page x for full listing of IHA hospitals. (Note: Letters of support for development of telemedicine program initiated by Iowa Hospital Association are being submitted to FCC by the Iowa Hospital Association.)
- Onvoy — Bridge to Plymouth, Minnesota to connect Sanford Health to the Onvoy communication network (ICSI-Institute for Clinical Systems Improvement, Minnesota K-12 schools, Minnesota West Community College, MediSota Rural Health Alliance, and the Mayo Clinic).
- Ortonville Area Health Services — Bridge to Ortonville Area Health Services to create infrastructure for broadband telehealth and telemedicine services through Sanford Health.

Partner Overview

Aberdeen Area Indian Health Services: The request will create an infrastructure to connect Indian Health Services IT core to Sanford Health. The purpose of this connection is to provide telemedicine outreach to the Aberdeen Area Indian Health Service locations. In addition, there is potential for SC³ to facilitate connectivity with the Veteran's Health Administration. See Appendix item E, page 17 for service area map.

DDN (Dakota Digital Network) The grant dollars will be used to build out infrastructure for video conferencing to the South Dakota statewide educational network. This will eliminate the long-distance dial in fees and achieve a more streamlined communication channel. A connection from Sioux Falls, SD to Pierre will be installed as the bridge to connect Sanford Health with the Dakota Digital Network. This connection would allow for video conferencing, video streaming and video on demand content and applications to be utilized promoting the health literacy curriculum. See Appendix item F, page 18 for service area map.

Horizon Health The physical connection between the two organizations will run from Howard, SD to Sioux Falls, SD. Since both locations have the necessary video conferencing equipment, the grant request is the infrastructure only. The infrastructure will be set up to allow any Dakota Network Community Health Centers to connect with any Sanford Health site within our video networks. To support large-scale collaborative events, a connection between each facility's multi-point control unit (MCU) will be made. Coordination of the equipment and scheduling will be done through each organization's site coordinators. Participation in the educational events and operational meetings will begin immediately after the line is up. Telemedicine services will surface from assessments done by each remote location. Sanford Telehealth and Telemedicine will link participating physicians to the outreach locations using the grant funded infrastructure. See Appendix item G, page 19 for service area map.

ICN/IHA (Iowa Communications Network and Iowa Hospital Association) A bridge to Orange City Hospital will connect Sanford Health SC3 to Iowa Communications Network, facilitating a connection to Administrative Services at the Iowa Hospital Association as well as all educational institutions in Iowa. This connection would allow for video conferencing, video streaming and video on demand content and applications to be utilized promoting the health literacy curriculum as well as IHA Rural Health Care Pilot Program Application. See Appendix item H, page 20 for hospital listing.

Onvoy is a regional advanced telecommunications company that serves the Minnesota area. The grant dollars will provide an "on ramp" (TI) to their network. We will request that it be configured to provide 2 simultaneous video calls within their network. Because Onvoy provides much of the state's educational network, this will provide an additional link for health literacy education. See Appendix item I, page 21 for service area map,

Ortonville Area Health Services

The grant dollars will be used to purchase the necessary infrastructure and equipment for telehealth and telemedicine activities to take place. Currently, Ortonville is part of the Sanford Health Network, but does not have the infrastructure to support high-end applications like video conferencing and telemedicine. Grant dollars will be used to purchase the video conferencing system and peripherals as well as the general networking (routers/switches) equipment needed for telehealth and telemedicine to take place.

7. PROVIDE THE ADDRESS, ZIP CODE, RURAL URBAN COMMUTING AREA (RUCA) CODE AND PHONE NUMBER FOR EACH HEALTH CARE FACILITY PARTICIPATING IN THE NETWORK

Partner	Address	Zip Code	RUCA Code	Phone
Sanford Health	1305 W. 18 th Street Sioux Falls, SD	57117	1.0	605-333-1000
Aberdeen Area Indian Health Services	115 4 th Avenue SE Aberdeen, SD	57401	4.0	605-226-7531
Digital Dakota Network	600 E. Capitol			
Horizon Health Care	P.O.Box 99 Howard, SD	57349	10.0	605-772-4574
Iowa Communications Network (via Orange City Area Health System)	1000 Lincoln Circle, SE Orange City, IA	51041	7.0	712-737-4984
Onvoy Network Operations Control Center	10300 6th Avenue N. Plymouth, MN	55441	1.0	952-230-4100
Ortonville Area Health Services	750 Eastvold Ave. Ortonville, MN	56278	10.6	320-839-2502

8. INDICATE PREVIOUS EXPERIENCE IN DEVELOPING AND MANAGING TELEMEDICINE PROGRAMS

Sanford Health is a leader in telemedicine and telehealth applications in our region. Beginning in 1993, in partnership with Avera and Rapid-City Regional health systems, Sanford Telemedicine established a foundation for today's telehealth network. Originally built for educational and operational sessions, this network evolved to include telemedicine. From 1993 to 1998, Sanford expanded to three more regional locations. Today, the system serves twenty-four regional locations and over forty end-points.

Sanford Health manages all aspects of its telehealth network. In 2006, nearly 1500 telehealth video conference session took place. 2006 also saw over a 200% increase (from 342 in 2005 to 692 in 2006) the number of "patients seen" through telemedicine consults. Appendix Item J, page 22, provides a breakdown of the most recent (2006) data.

9. PROVIDE A PROJECT MANAGEMENT PLAN OUTLINING THE PROJECT'S LEADERSHIP AND MANAGEMENT STRUCTURE, AS WELL AS ITS WORK PLAN, SCHEDULE, AND BUDGET

Project Leadership and Management Structure

Sanford Health Telehealth Department Manager, Dan VanRoekel will serve as Project Director. His leadership and expertise in the development, implementation, and assessment of telehealth networks has made Sanford Health a regional leader in telehealth and telemedicine applications. SC³ Project Director will work closely with Sanford IT Department Managers to facilitate and monitor the workflow of this project. Diagram 1 represents leadership and management structure for SC³.

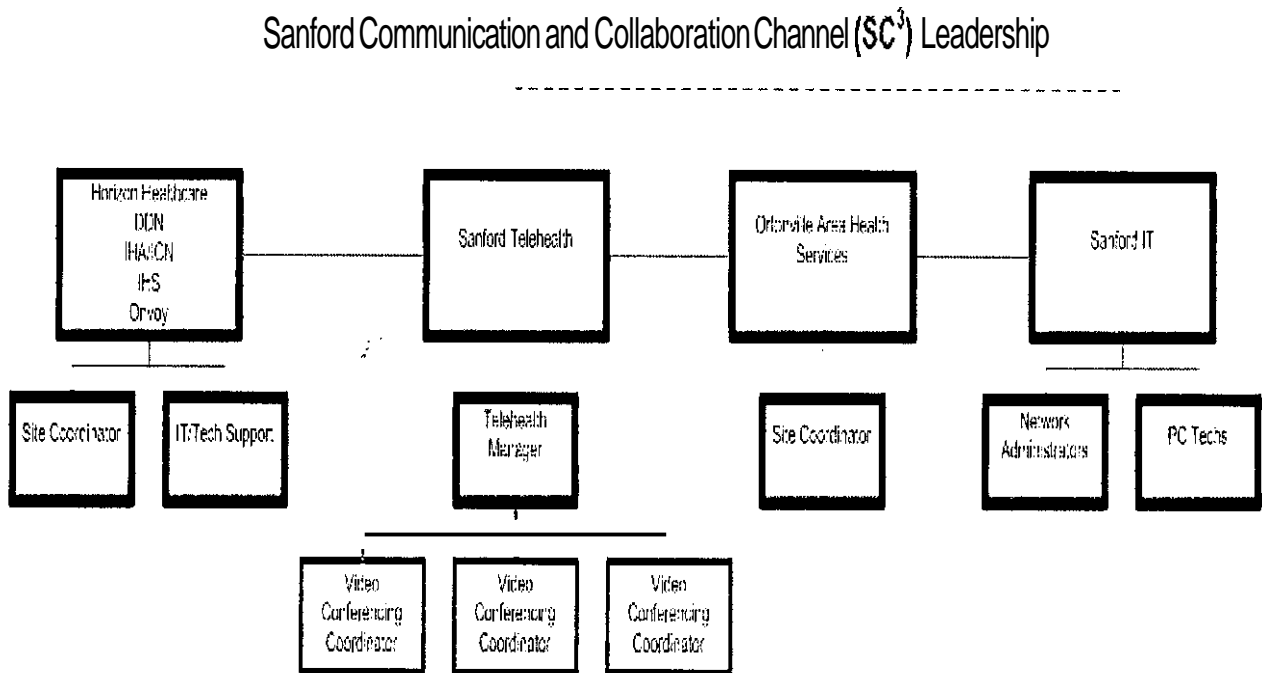


Diagram 1: Sanford Collaboration and Communication Channel Leadership

Workplan and Schedule

Table 1 illustrates the SC³ workplan and timeline. All activities will be completed in a six-month timeframe. Project Director Dan VanRoekel will follow guidelines and terms of application award for grant funds management and reporting.

SC ³ Workplan		Timeline (month)					
Objectives and Activities		1	2	3	4	5	6
1	SC³ will assure that IP addressing scheme and routing tables are configured to allow bi-directional traffic flow.	•					
1.1	During Month 1 of project, Project Director will schedule a network meeting with partner IT departments to establish accurate network configuration and quality of service.	•					
1.2	During Month 1 of project, Project Director will facilitate collaboration between partner IT engineers and telecommunications carriers to assure infrastructure compatibility.	•					
2	SC³ will initiate build-out of infrastructure to bridge communication among partners.	•	•				
2.1	During Months 1 and 2 of project, Project Director will validate equipment and infrastructure designs to assure that project complies with most current equipment specifications and requirements.	•	•				
2.2	During Months 1 and 2 of project, Project Director will order lines and infrastructure from telecommunication companies (Qwest, SDN, Onvoy).	•	•				
2.3	During Months 1 and 2 of project, Project Director will place equipment order with vendors.	•	•				
2.4	During Months 1 and 2 of project, Project Director will oversee equipment installation.	•	•				
3	SC³ will identify process and procedures for collaborative network.	•	•				
3.1	During Month 1 and 2 of project, Project Director will facilitate scheduling and utilization agreements for telehealth applications with each partner.	•	•				
4	SC³ will evaluate network utilization of communication channel.			•	•	•	•
4.1	Project Director will compile monthly data on network traffic utilization.			•	•	•	•
4.2	Project Director will compile monthly data on network traffic errors.			•	•	•	•
4.3	Project Director will disseminate usage and network traffic reports.			•	•	•	•

Table 1: SC3 Timeline and Workplan

SC³ Budget

This budget reflects the one-time installation charges (NRC) and ongoing monthly expenses (MRC) for the SC³ infrastructure build-out. In addition, this budget reflects the initial advance telecommunication equipment purchase

infrastructure	MRC monthly reoccurring charges	NRC non- reoccurring charges	FCC Share	SC ³ Share
Horizon Healthcare Inc./Dakota Network	\$1,470.00		\$1,249.50	\$220.50
Installation Charge		\$1,305.00	\$1,109.25	\$195.75
Ortonville	\$1,588.00		\$1,349.80	\$238.20
Installation Charge		\$300.00	\$255.00	\$45.00
Onvoy	\$896.00		\$761.60	\$134.40
Installation Charge				
ICN/Orange City	\$1,085.00		\$922.25	\$162.75
Installation Charge		\$613.00	\$521.26	\$91.99
Dakota Digital Network	\$1,660.00		\$1,411.00	\$249.00
Installation Charge		\$609.00	\$517.65	\$91.35
Monthly Infrastructure Totals	\$6,699.00		\$5,694.15	\$1,004.85
Infrastructure Installation Charges		\$2,827.00	\$2,403.16	\$424.09
Equipment	MRC monthly reoccurring charges	NRC non- reoccurring charges	FCC Share	SC ³ Share
Ortonville Router		\$2,700.00	\$2,295.00	\$405.00
Ortonville Switches		\$4,630.00	\$3,935.50	\$694.50
Core Switches		\$460,000.00	\$391,000.00	\$69,000.00
Distribution Switches		\$324,540.00	\$275,859.00	\$48,681.00
Equipment Totals		\$791,870.00	\$673,089.50	\$118,780.50

10. INDICATE HOW THE TELEMEDICINE PROGRAM WILL BE COORDINATED THROUGHOUT THE STATE OR REGION

Under the direction of Project Director, SC³ will be coordinated through ongoing communication between Sanford Health Telemedicine and IT and the partner leadership. Operational items will be coordinated between Sanford Health Telemedicine and the SC³ partner site coordinators. This group will review monthly utilization reports and efficiency of the network.

11. INDICATE TO WHAT EXTENT THE NETWORK CAN BE SELF-SUSTAINING ONCE ESTABLISHED

This network will be self-sustaining though support from Sanford Health Telehealth and Telemedicine yearly operational budget. As a regional health care organization, sustaining a collaborative network is in the best interest of Sanford Health to enable the highest quality of care, safety, and convenience for our patients and their communities.

**Sanford Health Collaboration and Communication Channel (SC³)
Rural Health Care Pilot Program Application**

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A. IRS 501(c) Determination Letter

Internal Revenue Service

Date: January 23, 2007

SILOUX VALLEY HOSPITALS AND HEALTH SYSTEMS
1305 W 101ST ST
SILOUX FALLS SC 571050431

Department of the Treasury
P. O. Box 2508
Cincinnati, OH 45201

Person to Contact:
Mr. Schatz ID 31-0870
Customer Service Representative
Toll Free Telephone Number:
877-829-5500
Federal Identification Number:
31-1527032
Group Exemption Number:
0720

Dear Sir or Madam:

This is in response to your request of January 23, 2007, regarding your organization's tax-exempt status.

In March 2001 we issued a determination letter that recognized your organization as exempt from federal income tax. Our records indicate that your organization is currently exempt under section 501(c)(3) of the Internal Revenue Code.

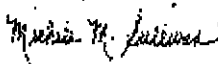
Our records indicate that your organization is also classified as a public charity under section 509(a)(3) of the Internal Revenue Code.

Based on the information supplied, we recognized the subsidiaries named on the list your organization submitted as exempt from federal income tax under section 501(c)(3) of the Code.

Our records indicate that contributions to your organization are deductible under section 170 of the Code, and that you are qualified to receive tax deductible bequests, devises, transfers or gifts under sections 2055, 2106 or 2522 of the Internal Revenue Code.

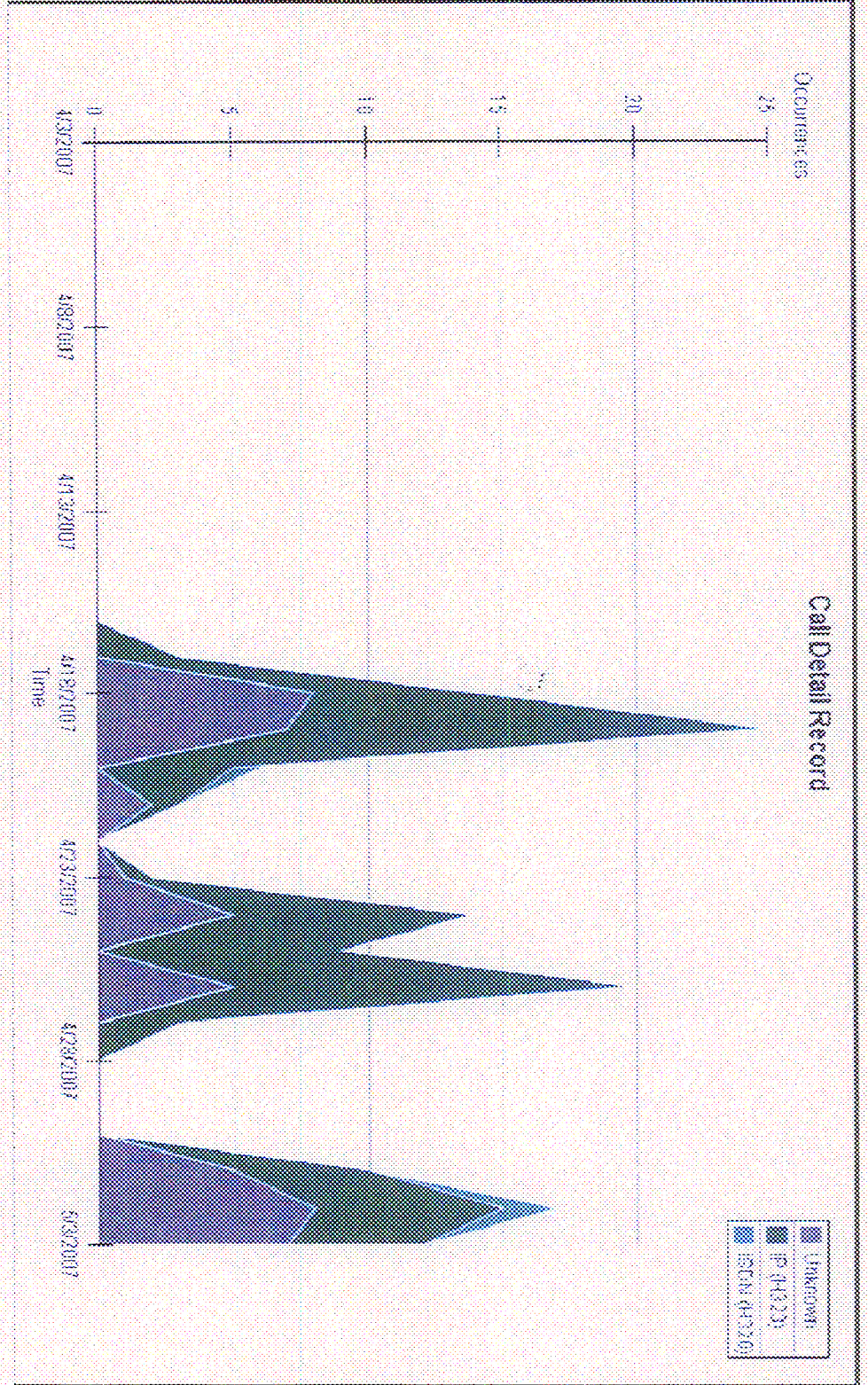
If you have any questions, please call us at the telephone number shown in the heading of this letter.

Sincerely,



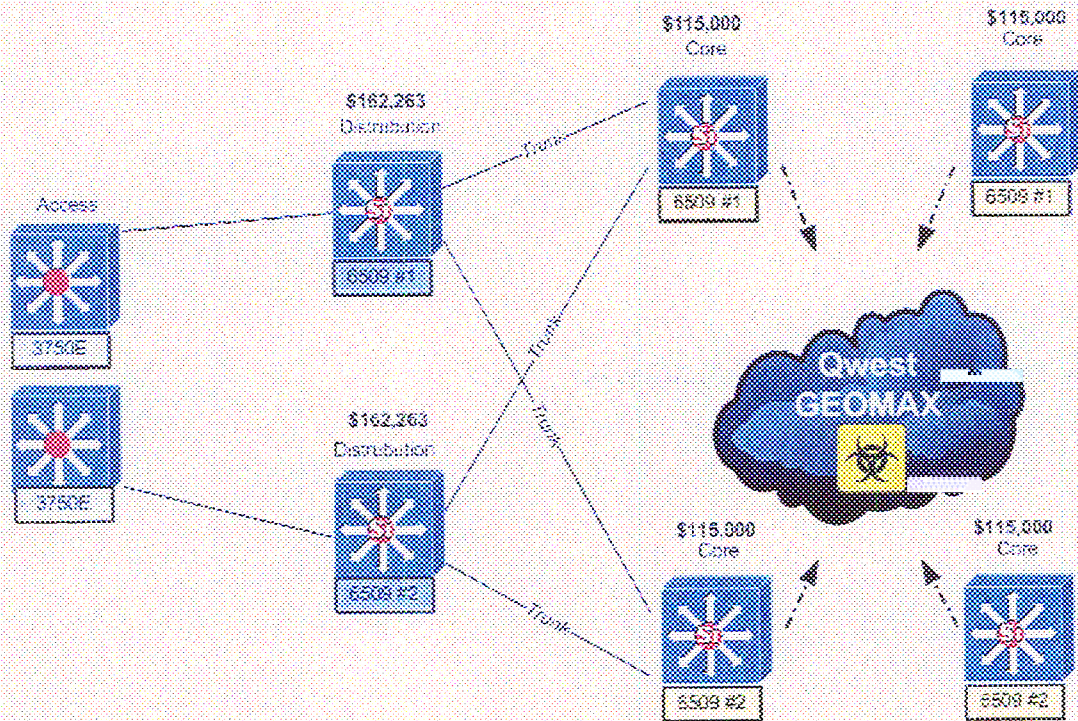
Michele M. Sullivan, Oper. Mgr.
Accounts Management Operations 1

B. 2006 Sanford Telehealth Report Examples



C. Core Advanced Telecommunications Equipment Diagram

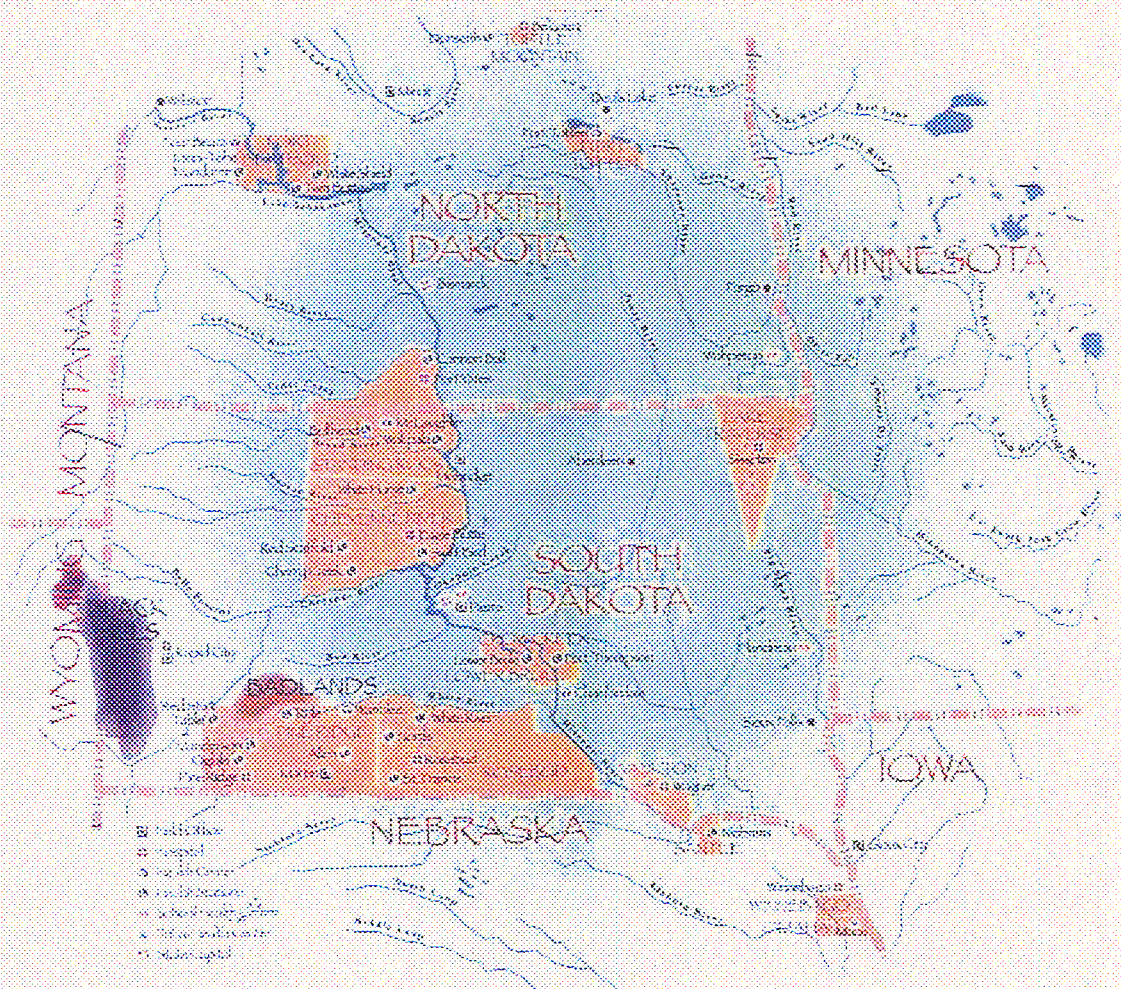
Proposed New Gear and cost
Cost Total = \$784,526



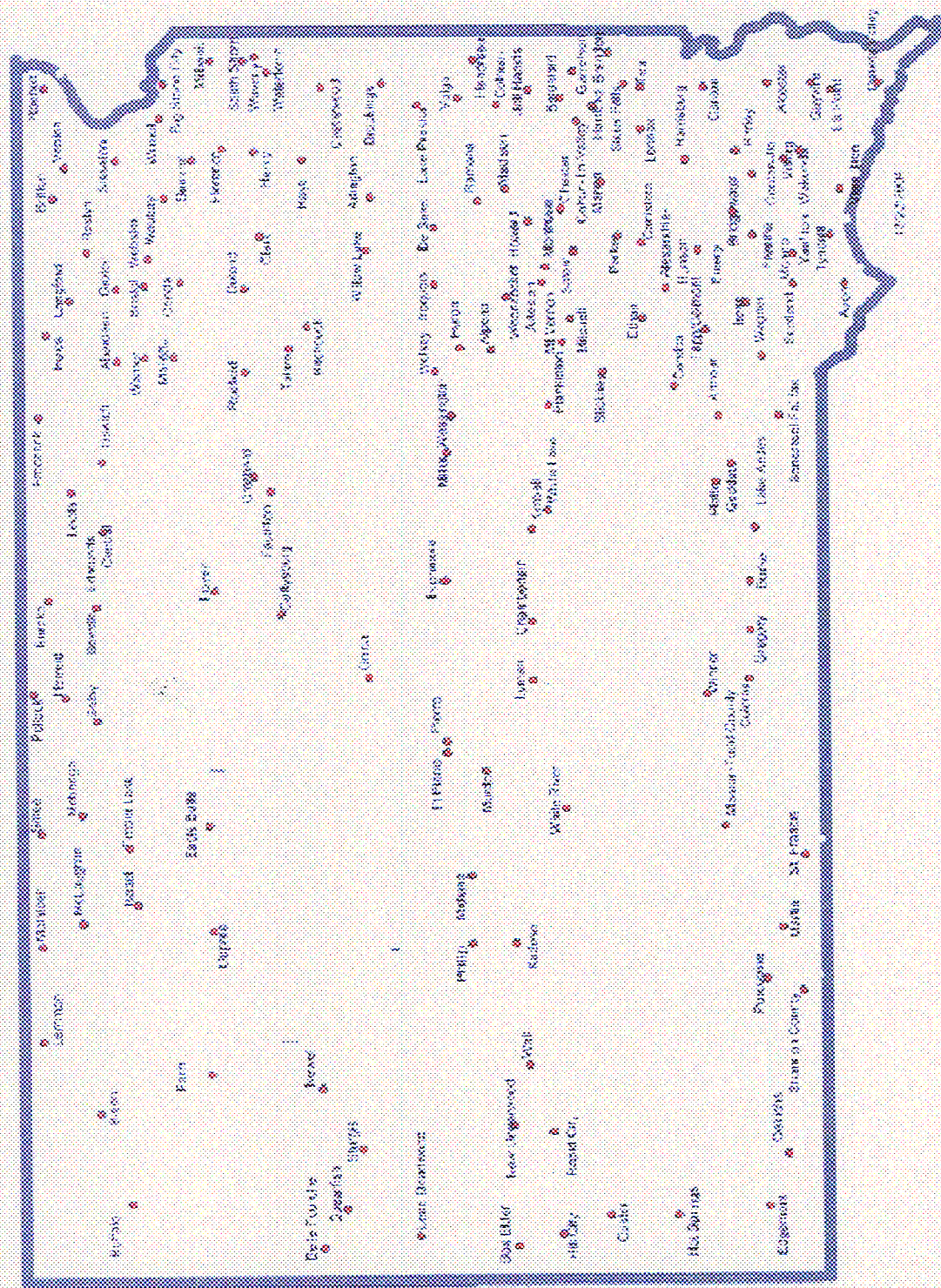
D. Sanford Health Service Area Map



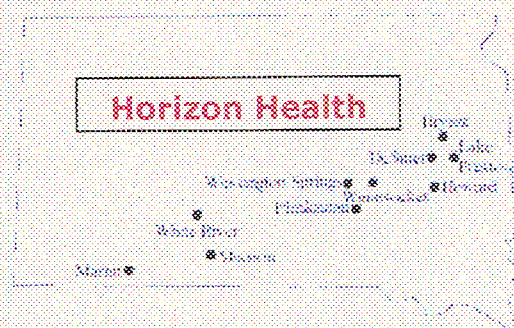
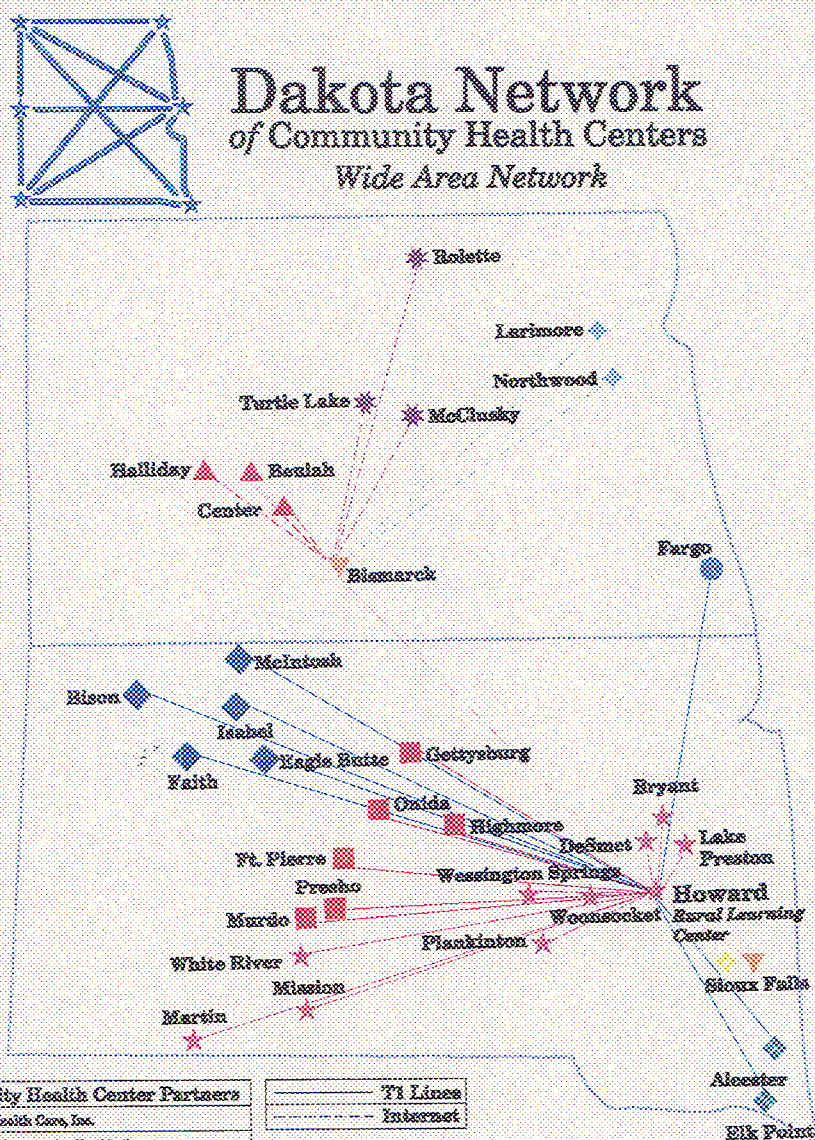
E. Aberdeen Area Indian Health Area Map



F. Dakota Digital Network (DDN) Area Map



G. Horizon Health/Dakota Network of Community Health Centers Area Map



H. Iowa Communications Network Coverage; Iowa Hospital Association

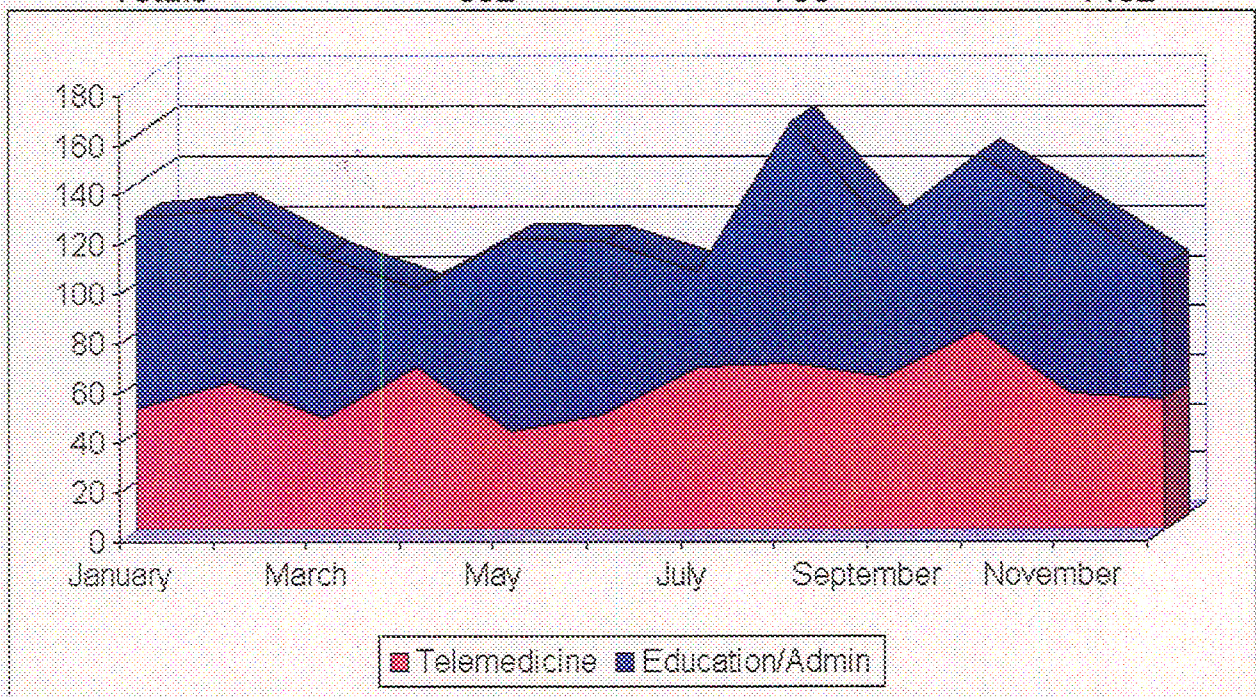
City	Hospital	County
Albia	<u>Monroe County Hospital</u>	Monroe
Algona	<u>Kossuth Regional Health Center</u>	Kossuth
Ames	<u>Marv Greeley Medical Center</u>	story
Anamosa	<u>Jones Regional Medical Center</u>	Jones
Atlantic	<u>Cass County Memorial Hospital</u>	Cass
Audubon	<u>Audubon County Memorial Hospital</u>	Audubon
Belmond	<u>Belmond Medical Center</u>	Wright
Bettendorf	<u>Trinity at Terrace Park</u>	Scott
Bloomfield	<u>Davis County Hospital</u>	Davis
Boone	<u>Boone County Hospital</u>	Boone
Britt	<u>Hancock County Memorial Hospital</u>	Hancock
Carroll	<u>St. Anthony Regional Hospital</u>	Carroll
Cedar Falls	<u>Sartori Memorial Hospital</u>	Black Hawk
Cedar Rapids	<u>Mercy Medical Center</u>	Linn
Cedar Rapids	<u>St. Luke's Hospital</u>	Linn
Centerville	<u>Mercy Medical Center - Centerville</u>	Appanoose
Chariton	<u>Lucas County Health Center</u>	Lucas
Charles City	Floyd County Memorial Hospital	Floyd
Cherokee	<u>Cherokee Regional Medical Center</u>	Cherokee
Clarinda	<u>Clarinda Regional Health Center</u>	Page
Clarion	<u>Wright Medical Center</u>	Wright
Clinton	<u>Mercy Medical Center - Clinton</u>	Clinton
Corning	<u>Allegheny Health Mercy Hospital</u>	Adams
Corydon	<u>Wayne County Hospital</u>	Wayne
Council Bluffs	<u>Allegheny Health Mercy Hospital</u>	Pottawattamie
Council Bluffs	<u>Jennie Edmundson Hospital</u>	Pottawattamie
Cresco	<u>Regional Health Services of Howard County</u>	Howard
Creston	<u>Greater Regional Medical Center</u>	Union
Davenport	<u>Genesis Medical Center</u>	Scott
Davenport	<u>Select Specialty Hospital-Quad Cities</u>	Scott
Decorah	<u>Winneshiek Medical Center</u>	Winneshiek
Denison	<u>Crawford County Memorial Hospital</u>	Crawford
Des Moines	<u>Broadlawns Medical Center</u>	Polk
Des Moines	<u>Iowa Lutheran Hospital</u>	Polk
Des Moines	<u>Iowa Methodist Medical Center</u>	Polk
Des Moines	<u>Mercy Capital</u>	Polk
Des Moines	<u>Mercy Medical Center - Des Moines</u>	Polk
Des Moines	<u>VA Central Iowa Health Care System. Des Moines</u>	Polk
DeWitt	<u>Genesis Medical Center. DeWitt</u>	Clinton
Dubuque	<u>Mercy Medical Center * Dubuque</u>	Dubuque

Dubuque	<u>The Finley HosDital</u>	Dubuque
Dyersville	<u>Mercv Medical Center - Dyersville</u>	Dubuque
Elkader	<u>Central Communitv Hospital</u>	Clayton
Emmetsburg	<u>Palo Alto Countv Health System</u>	Palo Alto
Estherville	<u>Avera Holy Familv Health</u>	Emmet
Fairfield	<u>Jefferson Countv Hospital</u>	Jefferson
Fori Dodge	<u>Trinity Reaional Medical Center</u>	Webster
Fort Madison	<u>Fort Madison Communitv Hospital</u>	Lee
Greenfield	<u>Adair Countv Memorial HosDital</u>	Adair
Grinnell	<u>Grinnell Regional Medical Center</u>	Poweshiek
Grundy Center	<u>Grundv Countv Memorial Hospital</u>	Grundy
Guthrie Center	<u>Guthrie Countv HosDital</u>	Guthrie
Guttenberg	<u>Guttenberg Municipal HosDital</u>	Clayton
Hamburg	<u>Grape Communitv Hospital</u>	Fremont
Hampton	<u>Franklin General HosDital</u>	Franklin
Harlan	<u>Mvrtue Medical Center</u>	Shelby
Hawarden	Hawarden Community Hospital	Sioux
Humboldt	<u>Humboldt Countv Memorial HosDital</u>	Humboldt
Ida Grove	<u>Horn MemorialHospital</u>	Ida
Independence	<u>Buchanan Countv Health Center</u>	Buchanan
Iowa City	<u>Department of Veterans Affairs Medical Center</u>	Johnson
Iowa City	Mercv Iowa City	Johnson
Iowa City	<u>The University ofIowa Hospitals and Clinics</u>	Johnson
Iowa Falls	<u>Ellsworth Municipal HosDital</u>	Hardin
Jefferson	<u>Greene Countv Medical Center</u>	Greene
Keokuk	<u>Keokuk Area Hospital</u>	Lee
Keosauqua	<u>Van Buren Countv HosDital</u>	Van Buren
Knoxville	<u>Knoxville HosDital & Clinics</u>	Marion
Knoxville	<u>VA Central Iowa Health Care System, Knoxville Division</u>	Marion
Lake City	<u>Stewart Memorial Communitv HosDital</u>	Calhoun
Le Mars	<u>Floyd Vallev Hospital</u>	Plymouth
Leon	<u>Decatur Countv HosDital</u>	Decatur
Manchester	<u>Reaional Medical Center</u>	Delaware
Manning	<u>Mannina Reaional Healthcare Center</u>	Carroll
Maquoketa	<u>Jackson Countv Reaional Health Center</u>	Jackson
Marengo	<u>Marenao Memorial Hospital</u>	Iowa
Marshalltown	<u>Marshalltown Medícal and Surgical Center</u>	Marshall
Mason City	<u>Mercv Medical Center - North Iowa</u>	Cerro Gordo
Missouri Valley	<u>Aleaent Health Communitv Memorial HosDital</u>	Harrison
Mount Ayr	Ringgold County Hospital	Ringgold
Mount Pleasant	<u>Henw Countv Health Center</u>	Henry
Muscatine	<u>Unitv HealthCare</u>	Muscatine

Nevada	<u>Story Countv Medical Center</u>	story
New Hampton	<u>Mercv Medical Center -New Hampton</u>	Chickasaw
Newton	<u>Skiff Medical Center</u>	Jasper
Oelwein	<u>Mercv Hospital of Franciscan Sisters</u>	Fayette
Onawa	<u>Burgess Health Center</u>	Monona
Orange City	<u>Oranae Citv Health System</u>	Sioux
Osage	<u>Mitchell Countv Regional Health Center</u>	Mitchell
Osceloa	<u>Clarke Countv Hospital</u>	Clarke
Oskaloosa	<u>Mahaska Health Partnership</u>	Mahaska
Ottumwa	<u>Ottumwa Reaional Health Center</u>	Wapello
Pella	<u>Pella Reaional Health Center</u>	Marion
Perry	<u>Dallas Countv Health Systems</u>	Dallas
Pocahontas	<u>Pocahontas Community Hosoiat</u>	Pocahontas
Primghar	<u>Baum Harmon Mercv Hospital</u>	O'Brien
Red Oak	<u>Montgomery County Memorial Hospital</u>	Montgomery
Rock Rapids	<u>Merrill Pioneer Community HosDital</u>	Lyon
Rock Valley	<u>Heaa Memorial Health Center</u>	Sioux
Sac City	<u>Lorina HosDital</u>	Sac County
Sheldon	<u>Sanford Sheldon Medical Center</u>	O'Brien
Shenandoah	<u>Shenandoah Medical Center</u>	Page
Sibley	<u>Osceola Community HosDital, Inc.</u>	Osceola
Sigourney	<u>Keokuk Countv Health Center</u>	Keokuk
Sioux Center	<u>Sioux Center Community Hospital/Health Center</u>	Sioux
Sioux City	<u>Mercv Medical Center - Sioux City</u>	Woodbury
Sioux City	<u>St. Luke's Health Svstem, Inc</u>	Woodbury
Spencer	<u>Spencer HosDital</u>	Clay
Spirit Lake	<u>Lakes Reaional Healthcare</u>	Dickinson
Storm Lake	<u>Buena Vista Reaional Medical Center</u>	Buena Vista
Sumner	<u>Community Memorial Hospital</u>	Bremer
Vinton	<u>Virainia Gav HosDital</u>	Benton County
Washington	<u>Washington Countv HosDital and Clinics</u>	Washington
Waterloo	<u>Allen Health Svstem</u>	Black Hawk
Waterloo	<u>Covenant Medical Center</u>	Black Hawk
Waukon	<u>Veterans Memorial Hospital</u>	Allamakee
Waverly	<u>Waverlv Health Center</u>	Bremer
Webster City	<u>Hamilton HosDital</u>	Hamilton
West Burlington	<u>Great River Medical Center</u>	Des Moines
West Union	<u>Palmer Lutheran Health Center</u>	Fayette
Winterset	<u>Madison Countv Memorial Hospital</u>	Madison

J. Sanford Health Telehealth and Telemedicine Network Usage, 2006

Month	Patients	Admin/DL	Total
January	49	77	126
February	60	70	130
March	45	66	111
April	66	32	98
May	40	78	118
June	47	70	117
July	66	39	105
August	68	97	165
September	62	61	123
October	81	71	152
November	55	75	130
December	53	54	107
Totals	692	790	1482



K. Sanford IT Letter of Support



1305 W 4TH ST
SIOUX FALLS, SD 57104
PHONE (605) 338-1000
WWW.SANFORDHEALTH.ORG

May 1, 2007

To Whom It May Concern:

This letter is to express Sanford Health Information Technology department's support for Sanford Health Telemedicine and Telehealth's application to the Federal Communications Commission for the Rural Health Care Pilot Program to establish a regional broadband network for rural health care providers.

As Vice President and Chief Information Officer of Sanford Health, I see the value of a broadband network to maximize communication and collaboration for telehealth and telemedicine applications. This project will be a driving force in increasing both excellence and efficiency in patient care, education, and research.

I support the Sanford Communication and Collaboration Channel (SC³) project, and fully commit to the matching funds requirement. I look forward to the success of this endeavor and its anticipated positive impact on healthcare services in our region.

Sincerely,

Arlyn Brockhaus
Vice President & Chief Information Officer

L. Memorandums of Agreement
Aberdeen Area Indian Health Services



Cardiology
Thomas M. Stachura, MD
William F. Voth, MD, PhD
Chad Alvarado, MD
Edward R. Madala, MD
Endocrinology
Wayne G. Quattrone, MD
Dulida C. Moya-Sparks, MD
Joseph T. Sogge, MD
Genetic Services Center
Marilyn C. Lundberg, MD
Rodney R. Perry, MD
Veronica T. Sorenson, MD
James M. Wadner, MD
Nancy K. Ross, MD, PhD
Developmental Pediatrics
Jennifer M. Blake, MD
James M. Blake, MD, PhD
Endocrinology, Growth Disorders & Chromosome Disorder Center
Laura A. Davis-Spang, MD
Karen A. Flusberg, MD, PhD, CCH
Genetic Services & Testing Center
Breck L. Davidson, MD
Greg A. Nadel, MD
Concussion
Laura A. Davis-Spang, MD
Hematology/Oncology
Michael B. Sparks, MD
Linda A. Scott, MD
Neurology
Laura A. Davis-Spang, MD
Neonatal Follow-up Clinic
Paul D. Chastain, MD
Allison Ryan, MD
David P. Mervin, MD
Joan L. Hall, MD
Barbara D. Butler, MD
Neurology
Anna D. Quattrone, MD
Robert Ryan, MD
David E. Mervin, MD
Lisa L. Nick, MD
Gustavo D. Rivera, MD
Dennis C. Stevens, MD
Camryn R. Weisman, MD
Neurology
James L. Smith, MD, PhD
Orthopedic Surgery
Geoffrey E. Hale, MD
Palliative Care
Lorenz J. Parnes, MD
Pediatric Rehabilitation
Julia A. Jernigan, MD
Pediatric Sleep Disorders
Anissa & Moritz Clinic
Matthew C. Jernigan, MD
James W. Yelland, MD
Pediatrics
Matthew C. Jernigan, MD
James W. Yelland, MD
Primary Care
Acute Care, MD, PhD
Multispecialty Services
Hematology/Oncology Clinic
Chronic Care Clinic
Dermatology Clinic
Ear, Nose & Throat Clinic
Endocrinology Clinic
Feeding Disorders Clinic
Healthy Habits
Hypertension Clinic (Spina Rehab)
Pediatric Hematology/Oncology Clinic
Weight Management Clinic

1305 W. 10th ST
PO BOX 1000
SIOUX FALLS SD 57117-5038
Phone: (605) 332-7166
Tel Fax: 1-800-452-0064

Capt. Elaine Miller M.D.
Acting Chief Medical Officer
Aberdeen Area IHS

April 5, 2007

Dear Dr. Miller:

We are in support of a collaborative effort between Sanford Children's and the Aberdeen Area Indian Health Services to increase access to care through telemedicine and other modalities. We understand you are applying for a federal grant that would provide a telemedicine infrastructure across the state of South Dakota. Sanford Children's Hospital and Clinic would welcome the chance to work with you in planning, development and implementation efforts to bring medical services and education into the rural areas of our region.

Sincerely,

Rich Adcock
VP of Operations
Sanford Clinic

Len Haugen-Rogers
VP of Children's Services
Sanford USD Medical Center

Sanford Children's Hospital, Sioux Falls, SD 57117-5038

Sanford Children's Hospital, Sioux Falls, SD 57117-5038

SDC (P)

NO114MIS:NIKDY DAS

1000 928 808 378 67 00 4002/21

Dakota Digital Network

Memorandum of Agreement Sanford Communications and Collaboration Channels

The following is a Memorandum of Agreement between Digital Dakota Network and Sanford Health to establish a partnership for a unified telecommunications network, *Sanford Communications and Collaboration Channels* (SC³), that will advance patient care, research, and education in our region. This collaborative effort will enhance our ability to provide services for our rural population through membership in a comprehensive telehealth and telemedicine channel for excellence in healthcare, education, and research.

Sanford Health Telemedicine has a cost center dedicated to grants fund management services. Sanford Health Telemedicine assures that the planning, program management, and financial management of the SC³ project will be conducted through Sanford Health Telemedicine.

This memorandum of agreement reflects our commitment and active involvement in this project by:

- Participating in assessments and evaluations
- Selecting and providing staff time
- Ensure participation of staff
- Designing employees and developing strategies to sustain the program after funding cycle is complete

By signing this memorandum, we affirm our commitment to this essential endeavor.

Signed:  _____

Jim Edman, Manager Network Technologies, State of South Dakota

Date: May 2, 2007

Horizon Health



Horizon Health Care, Inc.

www.horizonhealthcare.org

Administrative Office

100 N. Main Street
PO Box 37
Hemlock, SD 57349
Phone: (605) 772-4523
Fax: (605) 772-5185

Health Services

Aurora County Clinic
Rushville

Ball Medical Service
DeSmet

Bennett County Community
Health Center
Mortons

Bryant Clinic
Bryant

Howard Community
Health Center
Howard

Isabel County Clinic
Wessington Springs

Lake Parkus Clinic
Lake Parkus

Mallett County Health Care
White River

Mission Medical Clinic
Mission

Whiting Memorial Clinic
Whiting

Dental Centers

Bennett County Dental Clinic
Mortons

DeSmet Dental Services
DeSmet

Prater Wells Dental Clinic
Prater

The following is a Memorandum of Agreement between Horizon Health Care, Inc. and Sanford Health to establish a partnership for a unified telecommunication network, *Sanford Communications and Collaboration Channels (SC³)*, that will advance patient care, research, and education in our region. Horizon Health Care, Inc. is a Federally Qualified Health Center (FQHC) comprised of ten primary care and three dental clinics across the state of South Dakota. This collaborative effort will enhance our ability to provide services to not only our ten clinics but also potentially twenty-three other FQHC clinical locations in both North and South Dakota. Horizon serves as the hub location or connectivity among its ten sites as well as eight other FQHC organizations (23 clinic sites) in both states. Through this partnership, we have the potential to impact rural patient populations with a comprehensive telehealth and telemedicine channel for excellence in healthcare, education, and research.

Sanford Health Telemedicine has a core center dedicated to grant and program management services. Sanford Health Telemedicine assures that the planning, program management, and financial management of the SC³ project will be conducted through Sanford Health Telemedicine.

This memorandum of agreement reflects our commitment and active involvement in this project by:

- Participating in assessments and evaluations
- Selecting and providing staff time
- Ensure participation of staff
- Designating employees and developing strategies to sustain the program after funding cycle is complete

By signing this memorandum, we affirm our commitment to this essential endeavor.

Signature: [Signature] CEO
Date: 5/2/2007

"Horizon Health Care, Inc., provides personalized, affordable, high-quality primary health care through a rural community-based network in South Dakota."

Iowa Communications/Iowa Hospital Association

May 1, 2007

Art Spies, Senior Vice President
Iowa Hospital Association
100 East Grand Avenue, Suite 100
Des Moines, IA 50319

RE: Federal Communications Commission, Rural Health Care Pilot Program, W.C. Docket No. 02-60

Dear Mr. Spies,

Sanford Health acknowledges the application to the Federal Communications Commission's Rural Health Care Pilot Program (W.C. Docket No. 02-60) by the Iowa Rural Health Telecommunications Program.

Three Iowa hospitals are part of Sanford Health and are participating in the Iowa Rural Health Telecommunications Program. Broadband connectivity between the three Iowa hospitals and Sanford Health in Sioux Falls, South Dakota aligns with the purpose and goals of each of our proposals and calls for coordinating and linking the efforts in South Dakota and Iowa. Ongoing dialogue between the Sanford Health and Iowa projects will assure continued regional coordination.

Broadband connectivity will allow for increased utilization of telehealth, telemedicine and other advanced telecommunications and electronic health information technologies across the upper mid-west region.

We look forward to working with the Iowa Rural Health Telecommunications Program to coordinate and develop broadband connectivity with Iowa hospitals that are part of our system.

Sincerely,



Ortonville Area Health Services

May 04 2007 11:45AM JAKS

320.838.4105

P.2

Memorandum of Agreement Sanford Communications and Collaboration Channels

The following is a Memorandum of Agreement between Ortonville Area Health Services and Sanford Health to establish a partnership for a unified telecommunications network, *Sanford Communications and Collaboration Channels (SC³)*, that will advance patient care, research, and education in our region. This collaborative effort will enhance our ability to provide services for our rural population through membership in a comprehensive telehealth and telemedicine channel for excellence in healthcare, education, and research.

Sanford Health Telemedicine has a post center dedicated to grants fund management services. Sanford Health Telemedicine assures that the planning, program management, and financial management of the SC³ project will be conducted through Sanford Health Telemedicine.

This memorandum of agreement reflects our commitment and active involvement in this project by

- Participating in assessments and evaluations
- Selecting and providing staff time
- Ensure participation of staff
- Designating employees and developing strategies to sustain the program after funding cycle is complete

By signing this memorandum, we affirm our commitment to this essential endeavor.

Signed: _____

Date: _____

Both parties agree-----